Sparkle at a glance

**COMPANY DATA**

- Commercial Operations in **32 Countries**
- Headcount **698**
- 600,000 km fiber optics
- 167 PoPs
- Network coverage
- PoPs via partners >1,000
- Roaming agreements >600

**AT A GLANCE**

- **100% TIM Group**
- 1st International Service Provider in Italy
- Among the **Top-10** Global Operators
- Ranked #5 for Seabone (AS 6762), Sparkle’s Global IP Transit Backbone

**KEY FIGURES**

- **1,900** Customers
- Voice Traffic **7B minutes**
- Data Traffic **97 Tbps**
- **992 MEUR** Revenues

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(1) March 2023
(2) Source Caida - April 2023
Key Assets

1. **State-of-the-art Global Network** of more than 600,000 km of fiber with proprietary terrestrial and subsea backbones in **Europe**, the **Mediterranean Basin** and the **Americas** and ownership in submarine cables connecting Europe with **South-East Asia**

2. **Direct presence in 32 countries** based on fully owned companies and offices

3. **Customer care** at the center of the system, active 24x7x365, with **multilingual Call Center** supported by **four global NOCs** with 24/7 coverage

4. **Full range of infrastructure and global connectivity services** for international and national Carriers, OTTs, ISPs, Media/Content Providers and Multinational Enterprises
Positioning

**Top Player** in the submarine cable industry

**Seabone**, Sparkle’s Global IP Backbone, ranks 5th worldwide and is leader in the Mediterranean, Middle East, Africa and Latam

**Data Centers & Landing Hubs** with key assets in the Mediterranean and in Central America

**Top Global Player** for worldwide **Voice** traffic collected on an international basis

Global Player for **Mobile Connectivity** and **IoT Solutions**

Global Player for **Enterprise SDWAN, Connectivity, IoT & Voice Solutions**
Global Backbone

Sparkle’s backbone is the highway connecting any destination in the world, either with own reach and through agreements with over 200 regional and local operators.

Sparkle owns and manages a global and technologically advanced proprietary network of over 600,000 km of fiber which include three major regional systems in Europe, the Mediterranean and the Americas as well as an extensive ownership in major international submarine cables:

- 83 cities in 43 countries
- 167 proprietary PoPs (Point of Presence)
- >1,000 PoPs through partners
- Four Network Operation Centers with 24/7 coverage

Data as of March 2023
**Service Portfolio**

**BACKBONE**
- IP Transit: secure and top Tier 1 connectivity to the Big Internet
- Capacity: complete range of optical transport products designed for any connectivity needs

**INFRASTRUCTURE**
- Infrastructure: fiber and spectrum solutions delivered over resilient and distinguished assets
- Colocation: full fledge solutions in state-of-the-art DC facilities

**SD-WAN & SASE**
- Suite of top technologies blended with a differentiated set of co-management capabilities for SD-WAN networking enabling flexible and reliable connectivity among branch offices and to the cloud as well as secure remote working

**MOBILE**
- Full IoT solutions for remote control of devices
- Worldwide Data and Signalling interconnections
- Multi-IMSI service to provide MVNOs with extensive roaming coverage
- Distinctive SMS A2P solution for Providers and OTT

**VOICE**
- Voice Solutions offer worldwide voice capabilities to Carriers, Service Providers, Mobile Operators and Multinational Enterprises combining network reliability, competitive pricing, excellent routing solutions and geographical numbers
Our Solutions

IP Transit

- Scalable fiber network with a fully redundant core/edge POP architecture
- Global coverage +100 POPs in 4 continents
- Direct and oversized interconnections with all Tier-1 networks & OTT/CDN/CAPs
- Flexible range of IP transit service terms & billing options
- Ethernet port size up to 400G
- SLAs & Top-Class Performances
- DDoS Attacks Protection: mitigation & cleaning, scrubbing farms in Europe & the USA

City2City

- Global coverage in 4 continents thanks to its ownership and participations in submarine cable systems: SMW-3, SMW-4, IMEWE, MedNautilus, SEA-ME-WE 5, SEABRAS-1, Curie, Equiano and BlueMed/BlueRaman
- Bilateral cables linking Italy to neighboring countries (Croatia, Malta, Tunisia, Libya) strengthening Sparkle unique strategic position in the Med basin
- Powerful reach in Europe, consolidated presence in the Mediterranean basin and strategic position in South-East Asia
- Leading player in Latin America with five different paths interconnecting North and South America
- Contract Flexibility: Lease, ROU and IRU - Severe SLA Commitment

Seabone AS6762: your best choice to connect to the Internet
- Global coverage in 4 continents
- Scalable fiber network with a fully redundant core/edge POP architecture
- Direct and oversized interconnections with all Tier-1 networks & OTT/CDN/CAPs
- Flexible range of IP transit service terms & billing options
- Ethernet port size up to 400G
- SLAs & Top-Class Performances
- DDoS Attacks Protection: mitigation & cleaning, scrubbing farms in Europe & the USA

Sparkle capacity offer for seamless international connectivity
- Global coverage in 4 continents
- Use of submarine cable systems: SMW-3, SMW-4, IMEWE, MedNautilus, SEA-ME-WE 5, SEABRAS-1, Curie, Equiano and BlueMed/BlueRaman
- Bilateral cables linking Italy to neighboring countries (Croatia, Malta, Tunisia, Libya)
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Our Solutions

Dark Fiber & Virtual Fiber

- For Carriers, Operators, Enterprise & OTTs that want to extend their international infrastructure network
- Available in **submarine cables** and **terrestrial optical transport networks**
- **BlueMed/BlueRaman** - the new submarine cable that will enhance **diversification** in the **Europe-Asia corridor**

NOCaaS & Genoa Landing Platform

- **NOCaaS**
  - For Submarine cable consortium/operators who need a NOC & NA solution for their cable by an experienced partner
  - Top notch references in the industry
- **Genoa Landing Platform** - the award-winning cable landing platform in Genoa which in addition to hosting **BlueMed** and **BlueRaman** cable systems offers **unique landing capabilities for six additional cables**

When capacity is not enough
Data Centers & Landing Hubs

- Nine Proprietary Neutral Hubs
- **Italy** (Palermo Sicily Hub) - 18 submarine cables - 2 MW
- **Italy** (Genoa) - 2 submarine cables
- **Greece** (Athens and Chania - 4 Hubs) - 2 submarine cables - 14 MW
- **Israel** (Tel Aviv) - 3 submarine cables - 1 MW
- **Turkey** (Istanbul) - 2 submarine cables - 2.5 MW
- **Panama** - 6 submarine cables - 5 MW
Our Solutions

**Connectivity**

- **Wide Coverage and High Performance**
  - Private connectivity - Ethernet and MPLS and differentiated services
  - Cloud Connect - high performance dedicated connectivity to the major Cloud Providers
  - Broadband and Direct Internet Access (DIA) for high performance Internet access

**Automation**

- **SONATA and SELF-SERVICE**
  - MEF certified SONATA APIs for Self quoting and ordering for Ethernet services
  - Customer Portal for Self Ordering for Ethernet services to Cloud Providers
  - Bandwidth on Demand (BoD) for Ethernet services
Our Solutions

**Mobile Connectivity**

**ORS Multi-IMSI Solution**

**SMS A2P**

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**Advanced Solution for Premium Performance**

- Single interconnection to provide IP Data Services to all mobile operators worldwide
- High Quality Voice and Mobile Data Services enabler
- Cutting-edge interoperability with a worldwide reach between various service providers
- Designed over a carrier grade proprietary MPLS backbone with higher speed and QoS

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**Roaming Services Enabler for MVNOs**

- Instant access to all Roaming Services with Worldwide Coverage
- Support of multiple VAS to reduce roaming costs and deliver improved services
- Managed Service for outsourced Data Clearing
- Dashboard Tool for a comprehensive traffic analysis

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**Distinctive Solution for Providers and OTT**

- Turn-key solution designed for quick launch and easy management of premium content services
- Designed for Providers and OTT for delivering and receiving SMS with all GSM and CDMA mobile operators globally
- Direct access via standard API, support of SMPP, UCP and SS7 protocols
- Access to more than 800 mobile networks
Dedicated Solutions for Enterprises

**Connectivity**
- **SD-WAN** as an evolution of traditional WAN for a more flexible and reliable multisite connectivity among geographically distributed sites and towards Cloud solutions
- **Private connectivity** - Ethernet and MPLS and differentiated services
- **Capacity**: complete range of optical transport products designed for any connectivity needs
- **Cloud Connect** - high performance dedicated connectivity to the major Cloud Providers
- **Self Ordering and Bandwidth on Demand (BoD)** for Ethernet services
- **Broadband and Direct Internet Access (DIA)** for high performance Internet access

**Security & Identity**
- End-to-end network security features, DDoS and SASE
- **Security control and management services** through the highly specialized Sparkle’s SOC
- **Cloud Security**: the best and most reliable Authentication service for Multicloud

**Multicloud**
- Multicloud offering for **access to the main public Cloud Providers**
- **Self-ordering marketplace** and **Customer support tools** for cost and consumption monitoring
- **Advanced expertise** to support customer digital migrations
Dedicated Solutions for Enterprises

Enterprise Voice Suite

- **Geonumbering service** to make global communication needs local
- **SIP Trunking** enables fast and reliable VoIP interface with customers
- **PSTN Replacement** for smart management of A-Number with local Numbers, based on dialed destination
- **VAS Applications** integrate dedicated modules for Centrex and Call-Center functionality, interface with third-party UCCaaS
- **Web Access Dashboard** offers complete off-net traffic control and QoS KPIs

IoT

- Supply of **SIM/eSIM** able to register under visited network worldwide with more than 600 agreements
- Mobile cloud network infrastructure for **ultra-low latency connectivity**
- IoT platforms for connectivity and device management
- Advanced **billing modules**
- **Plug & Play IoT**
Excellence in the Industry: Certifications

Certificate of Origin - Certification for the use of renewable energy in the data centers of Metamorfosis (Athens), Koropi and Chania

Quality, Health & Safety and Environment - ISO 9001, ISO 14001, ISO 45001, ISO 27001

MEF 3.0 Carrier Ethernet
MEF 3.0 SD-WAN

MEF 3.0 LSO Sonata API
Excellence in the Industry: International Awards

**Best Data/Capacity Provider** and **Best Digital Advertising Operator** at the Carrier Community Global Awards 2023. These prizes recognize, for the second consecutive year, Sparkle’s excellence in deploying forward-looking technologies as well as the quality of its most recent large-scale infrastructural projects and innovative solutions in the IP & Data area, and Sparkle's successful digital media strategy to increase the company’s overall visibility and brand awareness.

Global Carrier Awards 2022, the most prestigious competition for the international wholesale sector, winner in the category **Best Subsea Innovation**. This award acknowledges the innovative scope of Sparkle’s Genoa Landing Platform, a new infrastructure designed to ensure the sustainable landing of submarine cables seeking diversified access to the major European hubs.

**Customer Experience prize** at the World Communication Awards 2021 as a recognition for the company-wide CX program deployed across three dimensions - process automation, digital tools and a customer-focused organization - to deliver an engaging customer journey experience.

**Business Impact Award** received from MEF in 2021 for a Proof of Concept on Secure Access Service Edge (SASE). The “Remote Employee Access to Cloud” PoC demonstrated how Sparkle enables multinational enterprises to deploy a post-pandemic hybrid workplace model, establishing secure and effective remote employee access to company resources located in multiple clouds or on premise.

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FOCUS ON SPARKLE’S BACKBONE
Global Backbone

Unique protected fiber path in Europe and global meshed architecture providing full resilience

Full IP Global Network

Increased network capillarity in Europe

Continuos network coverage enhancement by opening new POPs worldwide

Capacity along the Atlantic and the Pacific

Unique footprint in Middle East and South East Asia through a state-of-the-art regional proprietary fiber optic backbone in the Mediterranean Basin, SeaMeWe-3, SeaMeWe-4, SeaMeWe-5, IMEWE and bilateral cable Systems

New proprietary redundant backbone links from North to South America based on Seabras-1, Curie and Monet Submarine Cables
Increased network capillarity in Europe
Unique protection from Istanbul to Europe through terrestrial and submarine networks
Diversified and protected backbone links in the Balkans as alternative route to connect Europe to Africa, Middle and Far East
New direct route between Athens and Milan - “Albania Crossing” - providing the shortest and fastest route from the Balkans to the main Western European internet ecosystems, adding diversity and redundancy to the existing routes
POPs in Moscow and Casablanca for the offering to Enterprises
Reinforcing Leadership in the Mediterranean through BlueMed

- Sparkle proprietary domain in the Med basin
- 4 Fiber Pairs System / Min 25 Tbps per FP
- RFS Tyr from 2Q2023
- Expected RFS 2024
- New East of Sardinia route and Messina strait configuration
- Landing in Telehouses or open landing facilities in key Countries
- Sparkle’s new open landing station in Genoa is set to become the alternative priority access for other upcoming submarine cables looking for a diversified entry way to Europe, thus strengthening Italy’s role as digital gateway between Africa, Middle East, Asia and Europe
Through Sparkle’s global network, operators in fast-growing markets of Middle East and Asia have access to worldwide contents with unrivalled performance through a 2-way path connecting Sparkle’s Asian network to Europe and US, both East and Westbound.
Key Regional Backbones: Americas

- Full IP network in the Americas
- State-of-the-art proprietary fiber optic backbone in 8 countries: US, Argentina, Brazil, Chile, Colombia, Panama, Peru, Venezuela
- New proprietary redundant backbone links from North to South America
- TIM Brasil Backbone fully integrated with Sparkle’s global network
- Increased capacity along the South to North America route thanks to Seabras-1 and Monet on the Atlantic
- Launch the New Panama open landing and connectivity center aimed to become the digital hub for all Central America, the Andean region and the Caribbean
THANK YOU